

Hands-Off Sampling Device Call for Commercialization Plans

Los Alamos National Laboratory (LANL) Technology:

Los Alamos National Laboratory researchers have developed a novel technology known as the “Hands-Off Sampling Device” in response to critical technology needs expressed by forensics, anti-terrorist, and other investigative agencies.

PROBLEM: Today’s best practices in field sample collection involve multiple participants during the collection process, which can often lead to entry errors, sample contamination, and prolonged collection times. Additionally, current devices used to collect samples are often highly specialized, require separate procedures to use, and may expose an investigator to hazardous substances. Moreover, record keeping is usually done by hand, a time-consuming and error-prone process.



SOLUTION: The Hands-Off Sampling Device quickly and efficiently establishes a *chain of custody* that links the collected sample to essential environmental parameters; connects data to the specific technician taking samples; eliminates the possibility of sample contamination; and removes any possibility of transcription error. The device features a universal adapter that can use virtually any type of sampling media (powder, liquid, and gas), a hands-off loading/unloading mechanism that eliminates direct contact with a sample, and a built-in electronic data-acquisition system that eliminates the need for manual record keeping. The device consists

of a robust and functional design architecture that is anticipated to be affordable and can be designed to satisfy the specific sampling needs of many commercial entities. These features make the Hands-Off Sampling Device exceptionally valuable to investigators.

The Hands-Off Sampling Device’s unique combination of sensors, tracking systems, and recording devices—coupled with its ability to take a wide variety of samples—makes it the ideal tool for first responders, crime-scene investigators and forensics personnel, waste and weapons inspectors, athletic drug testing at sporting events, border inspectors, archeologists, ecologists, and more.

For more information, including technical details, press releases and videos, please visit our website at: <http://www.lanl.gov/partnerships> .

Development Stage:

A Hands-Off Sampling Device functional prototype is available for review and evaluation. An additional beta prototype for avian flu sample collection is currently being developed for use in this specific application.

Applications:

- Forensics: Collects evidence from all types of crime scenes.

- Homeland Security: Helps first responders assess threats involving radioactive, chemical, or biological agents.
- Inspections: Other potential users include healthcare providers, supply-chain safety assessors, and pharmaceutical inspectors.
- Environment/Ecology: Enables investigators and scientists to examine containers and drums; inspect food products; collect solid, liquid, and gas samples; map vegetation and track wildlife; and scrutinize otherwise uncertain sites of interest.

Benefits:

- Electronically tracks sampling location and sampling process.
- Protects a user from coming into contact with a possible hazardous substance or organism.
- Eliminates cross-contamination – thus ensuring sample integrity.
- Establishes digital chain of custody – thus ensuring defensibility of the evidence in court.
- Replaces manual recordkeeping, which is time consuming and prone to error.
- Enables a single user to collect samples quickly, thus reducing the number of personnel necessary for an on-scene investigation.

Call for Commercialization Plans:

LANL is requesting Letters of Interest from parties who would like to receive additional information regarding this commercialization opportunity. Letters of Interest must be received at LANL by COB **October 18, 2007**. *This is not a call for funding proposals and no funding is available from Los Alamos National Laboratory related to this notice.*

LANL Mission:

The Technology Transfer Division at Los Alamos National Laboratory is tasked with moving technologies from the laboratory to the marketplace for the benefit of society and the US economy. Additionally, LANL has a responsibility to help support and sustain economic development in the region.

In addition to the Laboratory's commercialization objectives, LANL scientists are available to participate in collaborative arrangements with one or more parties who wish to further prototype development in order to meet specific needs within a given industry. In this way LANL resources can be leveraged to accelerate commercial timelines for selected collaborative partners that envision alternative prototype iterations.

Intellectual Property (IP):

LANL obtained US and international patent protection and developed copyrighted software to protect its development efforts related to the Hands-Off Sampling Device. This IP will be available for either exclusive or non-exclusive licensing, depending on the merits of the commercialization plans received. Additional details regarding the relevant intellectual property portfolio will be provided to interested parties once a Non-Disclosure Agreement (NDA) has been executed.

Letter of Interest:

LANL will select the most qualified licensee(s) through a competitive call for proposals—the Letter of Interest being the first step in that process.

Your Letter of Interest should include the following information:

- Description of your company and its mission;
- Explanation of the company's interest in the technology and its relevance to the company's goals and product offering(s);
- Demonstrated experience in developing and marketing a technology in this industry;
- Brief description of the company's financial and human resources available for commercializing this technology;
- Any questions that you would like to have answered regarding the LANL technology.

This letter must be received by COB **October 18, 2007**. Letters of Interest may be sent electronically or by mail to the contact listed below.

LANL Contact:

Michael Erickson
Business Development/Licensing Executive
Technology Transfer Division
Los Alamos National Laboratory
P.O. Box 1663, MS C334
Los Alamos, NM 87545
Telephone: 505-667-8087
Fax: 505-665-0154
Email: michaele@lanl.gov

Next Steps:

Once LANL has received your Letter of Interest, we will ask that you execute a bilateral NDA with the Laboratory. This will need to be executed before LANL can share or receive any proprietary information. LANL is requesting that the execution of the NDA be completed by COB **October 31, 2007**.

Once the NDA has been executed, LANL will send confirmation and additional details regarding a Commercialization Workshop to be held at the Technology Transfer (TT) Division on **November 15, 2007**. TT is located at 2237 Trinity Drive, Los Alamos, NM 87545.

Upon confirmation of intent to pursue commercial license rights to the Hands-Off Sampling Device, a Commercialization Plan template will be sent to each qualified respondent that sent a Letter of Interest. The package will include details regarding the following timeline: 1) submission date for Commercialization Plans; 2) target date for selection of the most qualified licensee(s); and 3) the negotiation and license execution process. Commercialization plans will be held as company proprietary information and no information from one applicant will be shared with any other.

Commercialization Process:

- LANL issuance of 'Call for Commercialization Plans'.
- Submit Letter of Interest by **October 18, 2007** to the contact listed above.

- LANL will send a bilateral NDA to each company that submits a Letter of Interest. Please sign and return the NDA to LANL by COB **October 31, 2007**.
- Attend Commercialization Workshop on **November 15**. (Not mandatory)
- Submit Commercialization Plan to LANL by COB **December 17, 2007**.
- Commercialization Plans will be reviewed by the LANL selection committee.
- Selected licensee(s) will be notified by **January 15, 2008** and provided with a license term sheet to initiate negotiations.
- It is anticipated that any ensuing license agreement(s) will be executed with the selected respondent(s) on or before **March 15, 2008**.

Commercialization Workshop:

Before the submission deadline for Commercialization Plans, LANL will host a commercialization workshop / information session that will be open to any interested respondent who submitted a Letter of Interest in accordance with the requirements set forth above. This information session will provide attendees with technical details, as well as a question and answer session. There will also be an opportunity for brief individual breakout sessions as part of the commercialization workshop. **Attendance is not mandatory.** Interested parties unable to attend the workshop that have previously executed an NDA will be sent a package containing all of the presentations and detailed technical information addressed during the workshop.

Licensee Selection Criteria:

LANL's license negotiating team will select the most qualified licensee(s) based upon each company's Commercialization Plan and how adequately it meets the general selection criteria set forth below, including the technology commercialization strategy detailed therein. Our goal is to select the company(ies) that are most qualified and have the necessary experience and resources to successfully commercialize the LANL technology. Specific evaluation criteria include, but are not limited to:

- Licensing interest: exclusive vs. non-exclusive and by specific application areas
- Technology commercialization strategy (e.g., in-house manufacturing, partnering with industry leaders, sublicensing, etc.)
- Business and marketing plan
- Financial resources that will be dedicated to this commercialization project
- Instrumentation/technical expertise relevant to this technology
- Management team/Product champion
- Regional economic development

Thank you for your interest in pursuing this commercialization opportunity. If you have any questions or comments, please direct them to Michael Erickson (see contact information above). Additional information regarding this technology and the related intellectual property is available at: www.fedbizopps.gov. We look forward to receiving your Letter of Interest.